

BEFORE
THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2017-333-T

Application of Need it Moved? For a)
Class E Household Goods Certificate of)
Public Convenience and Necessity to)
Operate as a Motor Vehicle Carrier)
_____)

DIRECT TESTIMONY OF MARIA LEE

- 1 **Q. Please state your name and where you are employed for the record.**
- 2 A. My name is Maria Lee. I am a licensed real estate agent in the Myrtle Beach. I am also
- 3 the owner of Waccamaw Interiors that is located on Pawley's Island, South Carolina.
- 4 **Q. How long have you been the owner of Waccamaw Interiors?**
- 5 A. Twenty-five years.
- 6 **Q. What type of furniture store is Waccamaw Interiors?**
- 7 A. We sell furniture, antiques, fine reproductions, art. We are a complete home furnishings
- 8 store.
- 9 **Q. Are you familiar with Need it Moved?**
- 10 A. Yes.
- 11 **Q. You said that your store is located on Pawley's Island, do you only get business from**
- 12 people who are local or do you also get business from people from other areas of the
- 13 State?

1 A. No. We get lots of business from people all over the State. We get customers in the
2 store from all over, Greenville, Spartanburg, Columbia; really from all over the place.

3 **Q. Do you allow for online shopping, or are all of your business dealings done in person.**

4 A. No, we do not have any online shopping for my store. All of our business is generated in
5 store only.

6 **Q. Typically, when people come to your store and make purchases, are they equipped to**
7 **immediately load up items and take them home?**

8 A. Sometimes people do, but most times they are not. What we see a lot of are people
9 who are looking to purchase items for their second home. Or people who are on
10 vacation. When they come in to the store and find something they like, a lot of times
11 they do not have a reliable way to transport their purchases.

12 **Q. Can you give us an example of what you're describing?**

13 A. Sure. We sell very expensive oil paintings and name brand furniture. A lot of time
14 people like to shop while they are relaxed and on vacation. In those situations, a
15 customer of mine will not be able to just pack up the painting or piece of furniture and
16 take it home. In those situations, they will need someone to come and transport the
17 item for them. We see that happen a lot with second home owners and people who are
18 traveling.

19 **Q. When situations like that come up, what do you typically have to do as a business**
20 **owner?**

21 We have to assist the customer in finding a way to get their purchase out of the store
22 and to their final destination.

23 **Q. In your experience, over the past twenty-five years, do you believe you have gained**
24 **knowledge dealing with selling and transporting furniture?**

25 A. Yes.

1 **Q. In your experience, would you say there is a need for the services of a company like**
2 **Need it Moved? throughout South Carolina?**

3 A. Yes.

4 **Q. And why do you say that there is a need for the services of Need it Moved?**

5 A. Need it Moved? is a more specialized moving company. They are not one of the large
6 moving companies that most people use when moving from house to house. The
7 services that Need it Moves? Provides is like I said, more specialized and more
8 individual. When people make smaller, expensive purchases and need to get those
9 items home, then they need someone to take it for them that will ensure it arrives
10 safely. Need it Moved? provides that service.

11 **Q. Do you think there is a need for a more personalized, small scale, moving company in**
12 **South Carolina?**

13 A. Yes. Absolutely.

14 **Q. Does this conclude your testimony?**

15 A. Yes.